

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

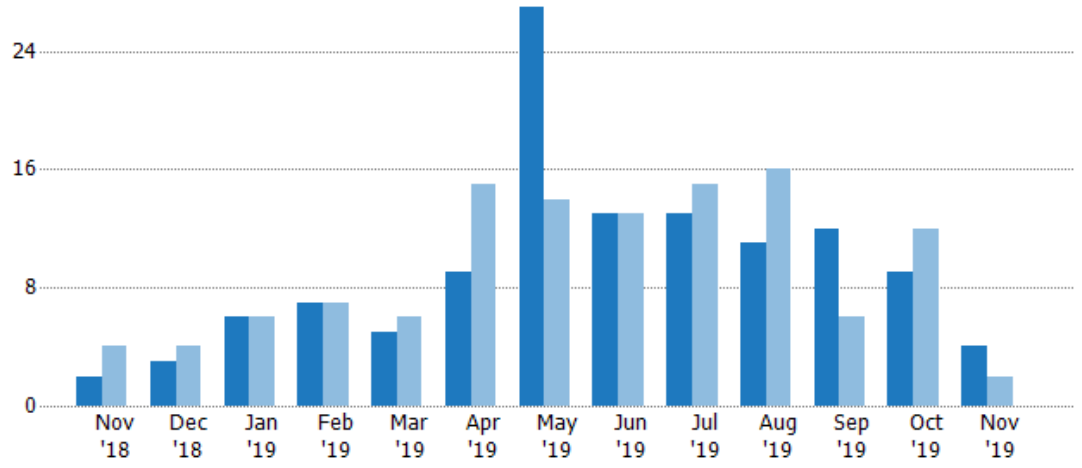
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	2	+100%	116	112	+3.6%
New Listing Volume	\$774,000	\$198,849	+289.2%	\$22,124,750	\$20,395,849	+8.5%
Active Listing Count	46	53	-13.2%	N/A	N/A	
Active Listing Volume	\$10,006,200	\$10,907,549	-8.3%	N/A	N/A	
Average Listing Price	\$217,526	\$205,803	+5.7%	\$198,158	\$197,610	+0.3%
Median Listing Price	\$144,250	\$179,000	-19.4%	\$149,077	\$169,347	-12%
Median Days in RPR	129.5	142	-8.8%	110.59	126.01	-12.2%
Months of Inventory	3.8	10.6	-63.8%	9.1	7.1	+27.3%
Absorption Rate	26.09%	9.43%	+16.7%	11%	14%	-3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	11	-72.7%	99	85	+16.5%
New Pending Sales Volume	\$1,194,000	\$1,355,150	-11.9%	\$15,527,199	\$13,369,750	+16.1%
Pending Sales Count	20	16	+25%	N/A	N/A	
Pending Sales Volume	\$3,563,800	\$1,856,350	+92%	N/A	N/A	
Closed Sales Count	4	10	-60%	75	64	+17.2%
Closed Sales Volume	\$575,500	\$1,573,550	-63.4%	\$10,987,500	\$10,540,799	+4.2%
Average Sales Price	\$143,875	\$157,355	-8.6%	\$146,500	\$164,700	-11.1%
Median Sales Price	\$114,000	\$147,500	-22.7%	\$130,009	\$144,233	-9.9%

## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



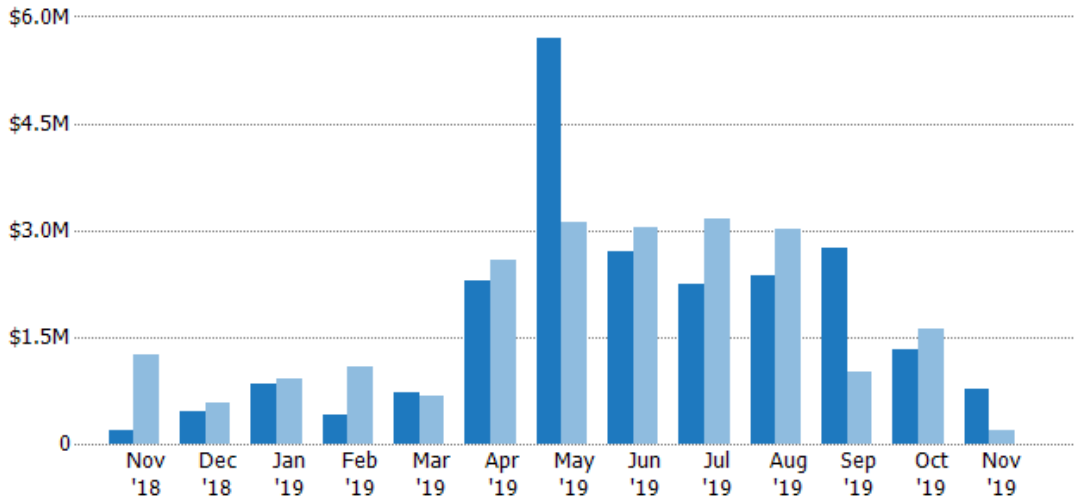
Month/Year	Count	% Chg.
Nov '19	4	100%
Nov '18	2	-50%
Nov '17	4	50%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Volume	% Chg.
Nov '19	\$774K	289.2%
Nov '18	\$199K	-84%
Nov '17	\$1.24M	-25.6%

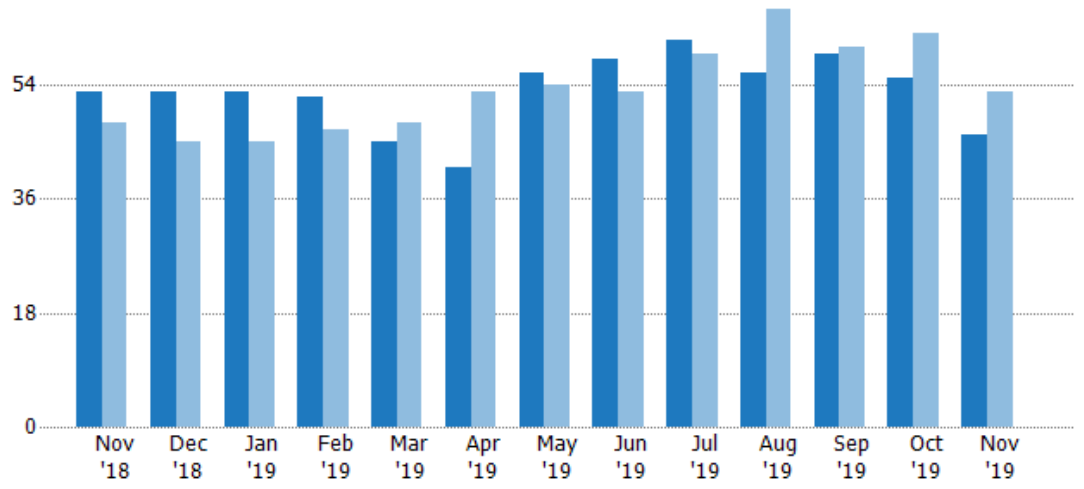
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Count	% Chg.
Nov '19	46	-13.2%
Nov '18	53	10.4%
Nov '17	48	27.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	53	53	53	52	45	41	56	58	61	56	59	55	46
Prior Year	48	45	45	47	48	53	54	53	59	66	60	62	53
Percent Change from Prior Year	10%	18%	18%	11%	-6%	-23%	4%	9%	3%	-15%	-2%	-11%	-13%

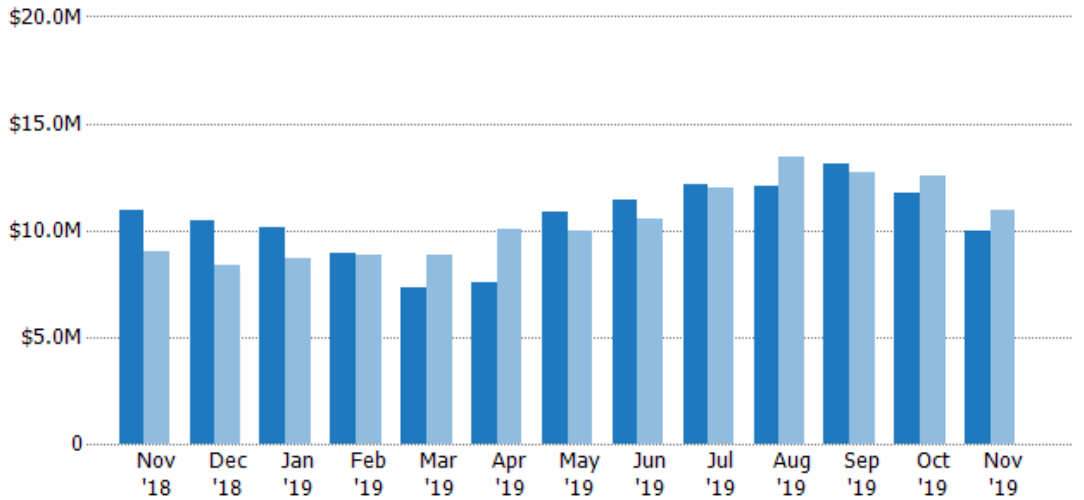
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$10M	-8.3%
Nov '18	\$10.9M	21.3%
Nov '17	\$8.99M	24.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$10.9M	\$10.5M	\$10.1M	\$8.94M	\$7.34M	\$7.53M	\$10.8M	\$11.4M	\$12.2M	\$12.1M	\$13.1M	\$11.7M	\$10M
Prior Year	\$8.99M	\$8.38M	\$8.66M	\$8.86M	\$8.81M	\$10M	\$10M	\$10.6M	\$12M	\$13.4M	\$12.7M	\$12.6M	\$10.9M
Percent Change from Prior Year	21%	25%	17%	1%	-17%	-25%	8%	8%	1%	-10%	3%	-7%	-8%

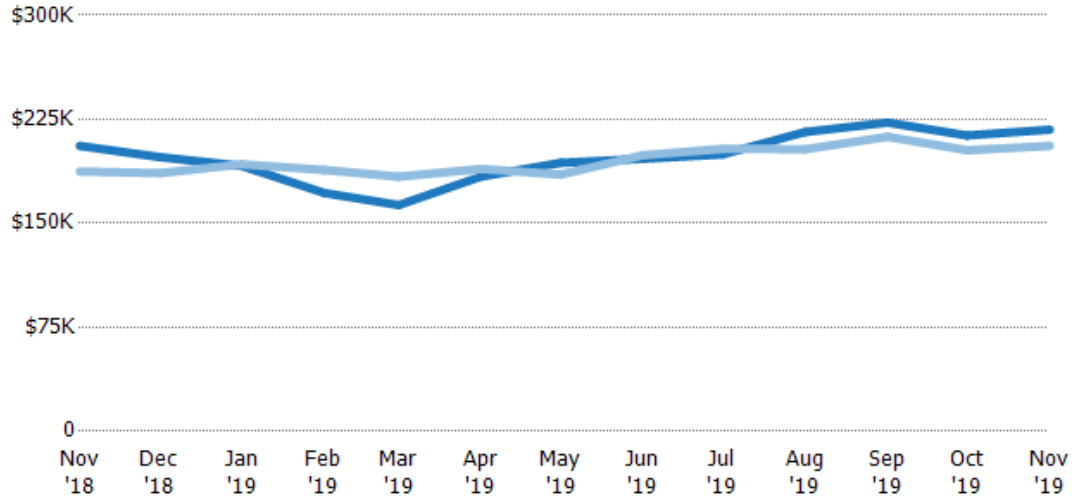
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Price	% Chg.
Nov '19	\$218K	5.7%
Nov '18	\$206K	9.8%
Nov '17	\$187K	-2.1%



Current Year	\$206K	\$198K	\$191K	\$172K	\$163K	\$184K	\$194K	\$197K	\$200K	\$216K	\$223K	\$213K	\$218K
Prior Year	\$187K	\$186K	\$193K	\$188K	\$184K	\$189K	\$185K	\$199K	\$204K	\$203K	\$212K	\$203K	\$206K
Percent Change from Prior Year	10%	6%	-1%	-9%	-11%	-3%	5%	-1%	-2%	6%	5%	5%	6%

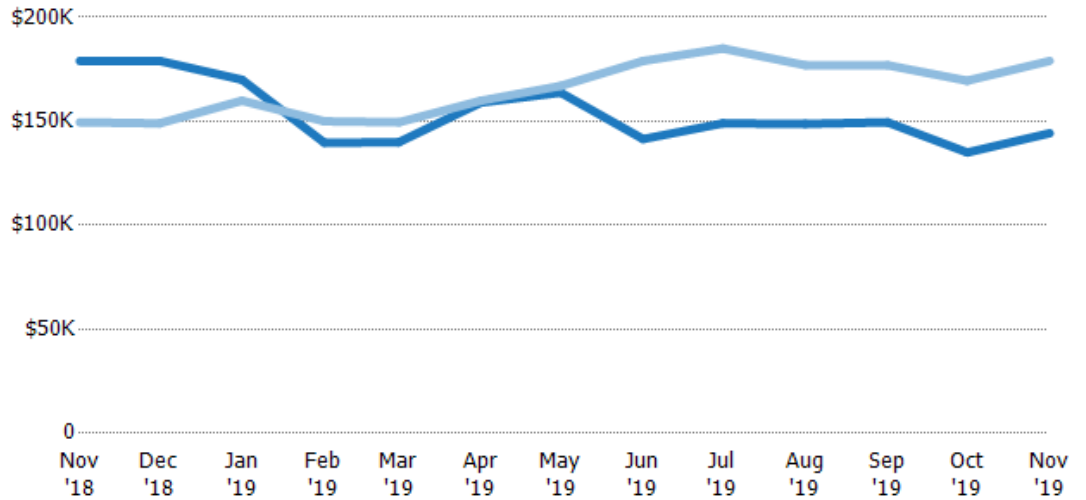
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Price	% Chg.
Nov '19	\$144K	-19.4%
Nov '18	\$179K	19.7%
Nov '17	\$150K	5%



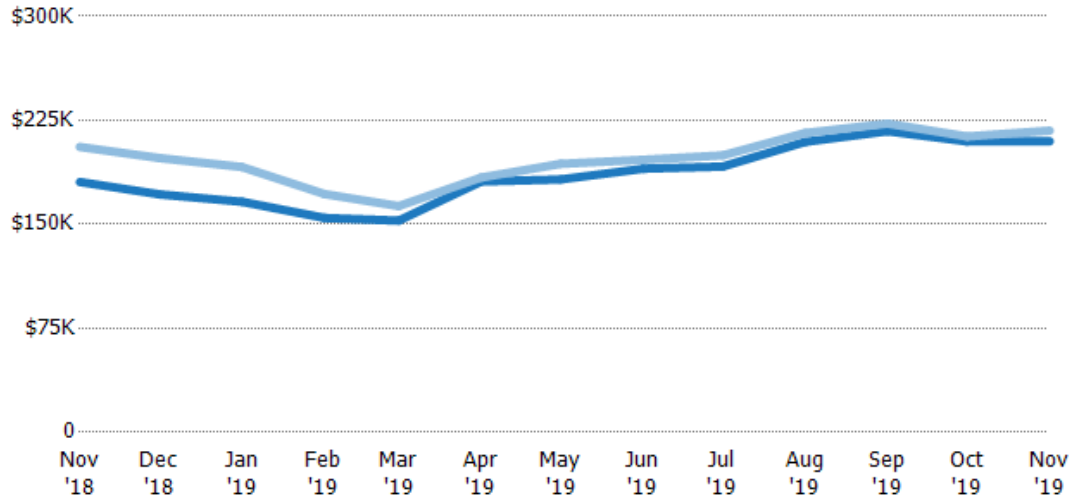
Current Year	\$179K	\$179K	\$170K	\$140K	\$140K	\$159K	\$164K	\$141K	\$149K	\$149K	\$150K	\$135K	\$144K
Prior Year	\$150K	\$149K	\$160K	\$150K	\$150K	\$160K	\$167K	\$179K	\$185K	\$177K	\$177K	\$170K	\$179K
Percent Change from Prior Year	20%	20%	6%	-7%	-6%	-1%	-2%	-21%	-19%	-16%	-16%	-20%	-19%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



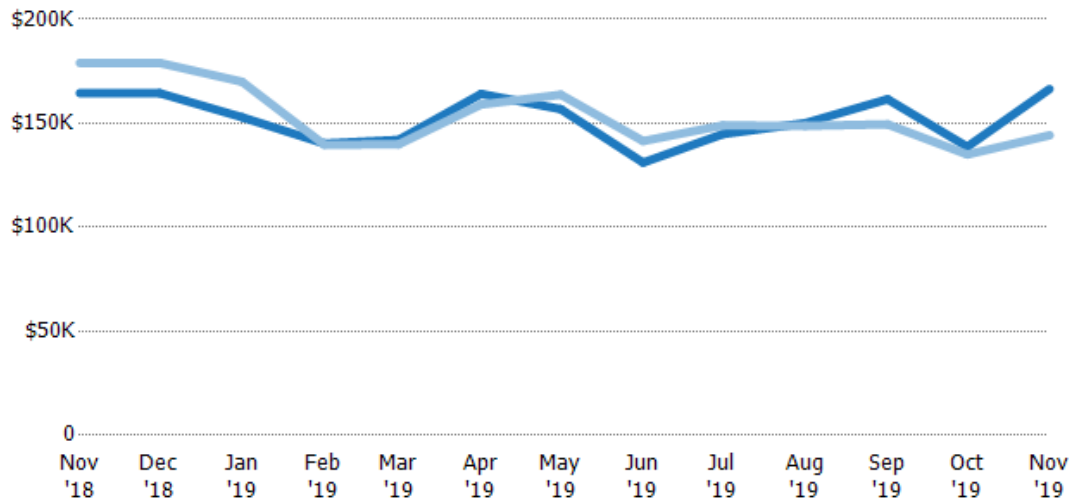
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$181K	\$172K	\$166K	\$155K	\$153K	\$181K	\$182K	\$190K	\$192K	\$209K	\$217K	\$210K	\$210K
Avg Listing Price	\$206K	\$198K	\$191K	\$172K	\$163K	\$184K	\$194K	\$197K	\$200K	\$216K	\$223K	\$213K	\$218K
Avg Listing Price as a % of Avg Est Value	114%	115%	115%	111%	107%	102%	106%	103%	104%	103%	103%	102%	104%

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$165K	\$165K	\$153K	\$140K	\$142K	\$164K	\$157K	\$131K	\$145K	\$150K	\$162K	\$139K	\$167K
Median Listing Price	\$179K	\$179K	\$170K	\$140K	\$140K	\$159K	\$164K	\$141K	\$149K	\$149K	\$150K	\$135K	\$144K
Med Listing Price as a % of Med Est Value	109%	109%	111%	100%	99%	97%	104%	108%	103%	99%	93%	97%	87%

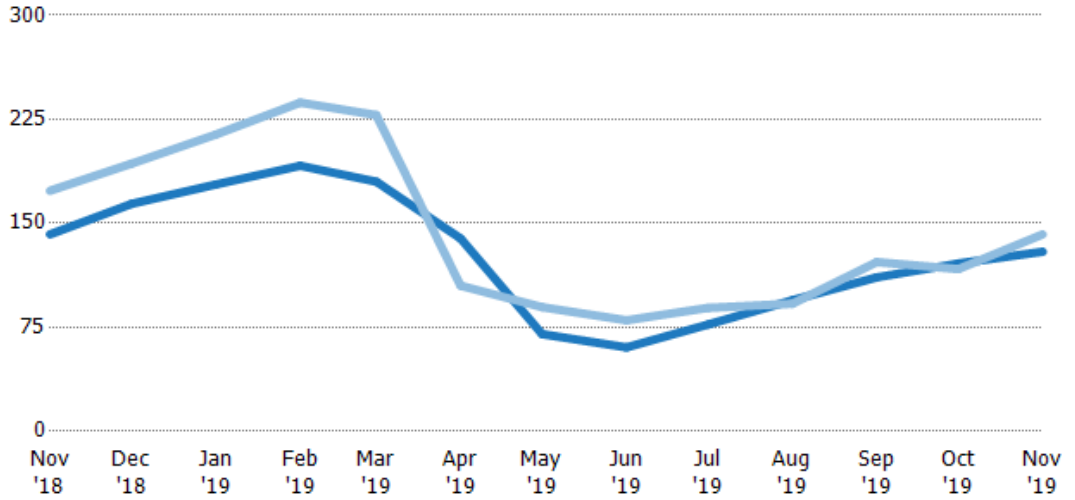
## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Days	% Chg.
Nov '19	130	-8.8%
Nov '18	142	-18.2%
Nov '17	174	-17%



Current Year	142	164	178	192	180	139	70	60.5	77	94.5	111	121	130
Prior Year	174	193	214	237	228	105	89.5	80	89	92	122	117	142
Percent Change from Prior Year	-18%	-15%	-17%	-19%	-21%	32%	-22%	-24%	-13%	3%	-9%	3%	-9%

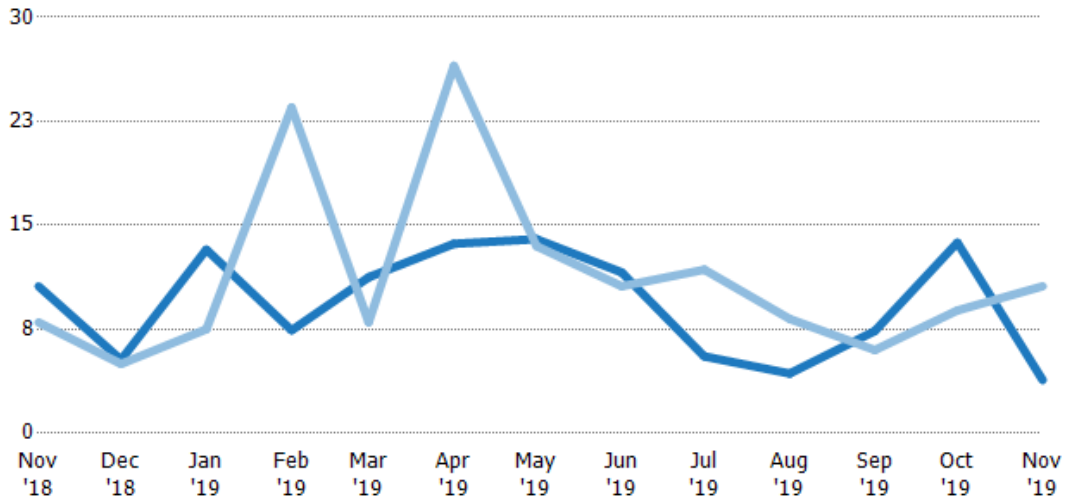
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Months	% Chg.
Nov '19	3.83	-63.8%
Nov '18	10.6	32.5%
Nov '17	8	-23.8%



Current Year	10.6	5.3	13.3	7.43	11.3	13.7	14	11.6	5.55	4.31	7.38	13.8	3.83
Prior Year	8	5	7.5	23.5	8	26.5	13.5	10.6	11.8	8.25	6	8.86	10.6
Percent Change from Prior Year	33%	6%	77%	-68%	41%	-48%	4%	9%	-53%	-48%	23%	55%	-64%

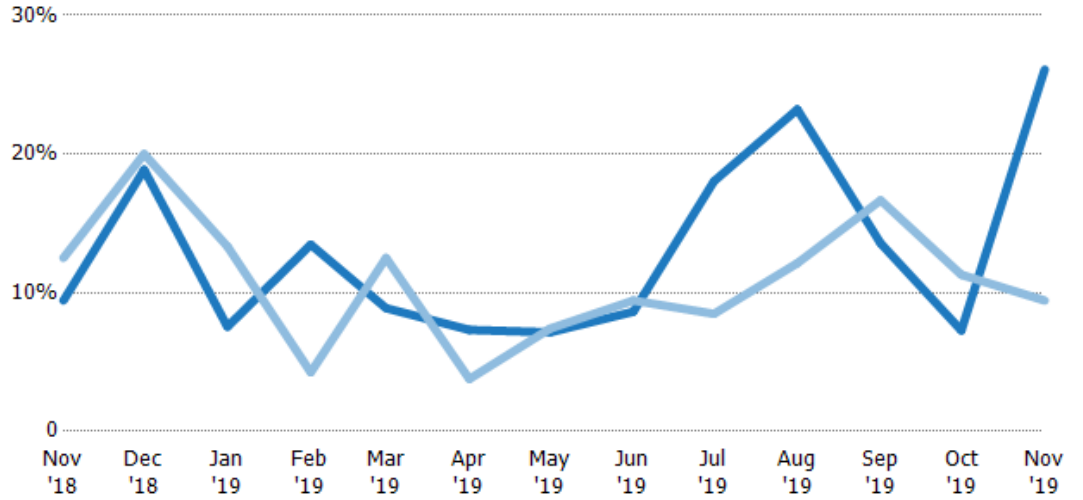
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
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Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Rate	Chg.
Nov '19	26%	-16.7%
Nov '18	9%	3.1%
Nov '17	13%	31.1%



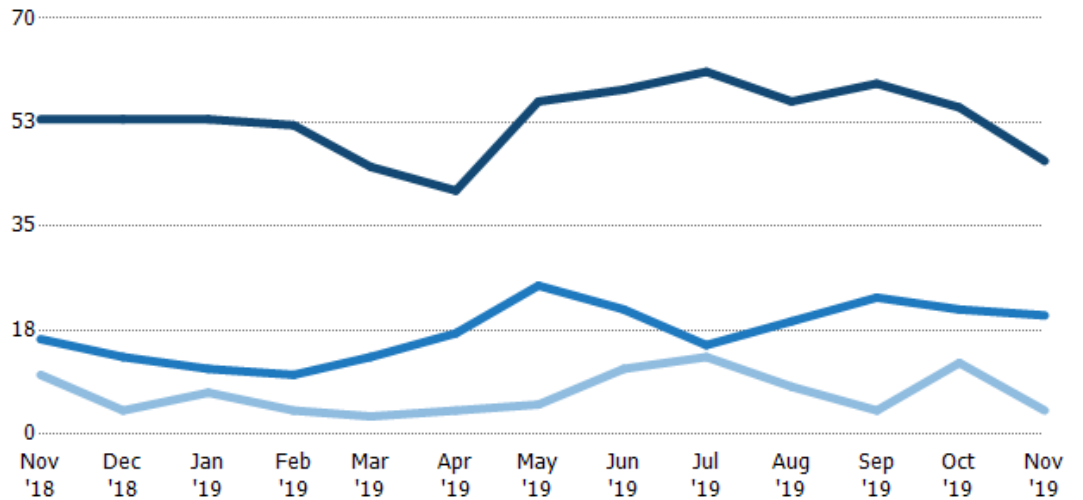
Current Year	9%	19%	8%	13%	9%	7%	7%	9%	18%	23%	14%	7%	26%
Prior Year	13%	20%	13%	4%	13%	4%	7%	9%	8%	12%	17%	11%	9%
Change from Prior Year	3%	1%	6%	-9%	4%	-4%	0%	1%	-10%	-11%	3%	4%	-17%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Active	53	53	53	52	45	41	56	58	61	56	59	55	46
Pending	16	13	11	10	13	17	25	21	15	19	23	21	20
Sold	10	4	7	4	3	4	5	11	13	8	4	12	4

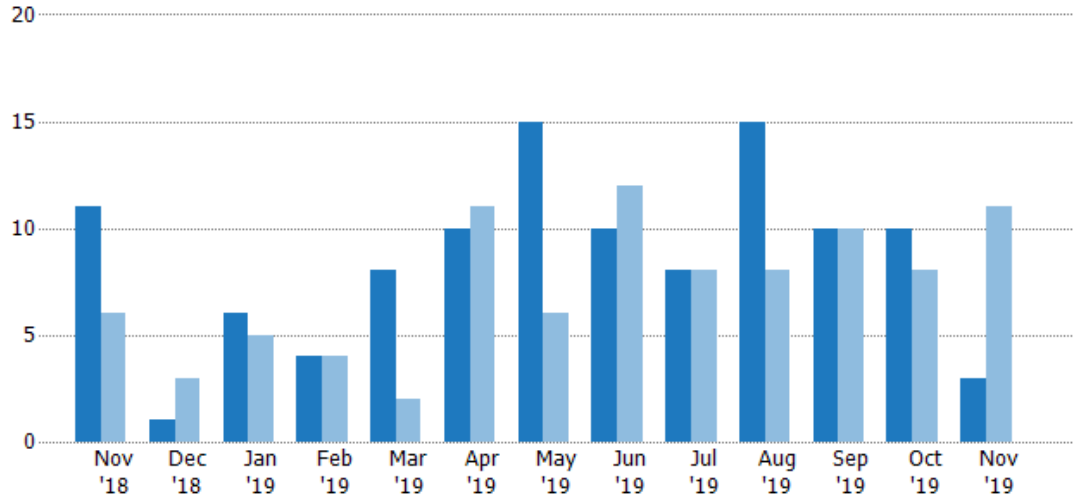
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Count	% Chg.
Nov '19	3	-72.7%
Nov '18	11	83.3%
Nov '17	6	-50%



Current Year	11	1	6	4	8	10	15	10	8	15	10	10	3
Prior Year	6	3	5	4	2	11	6	12	8	8	10	8	11
Percent Change from Prior Year	83%	-67%	20%	0%	300%	-9%	150%	-17%	0%	88%	0%	25%	-73%

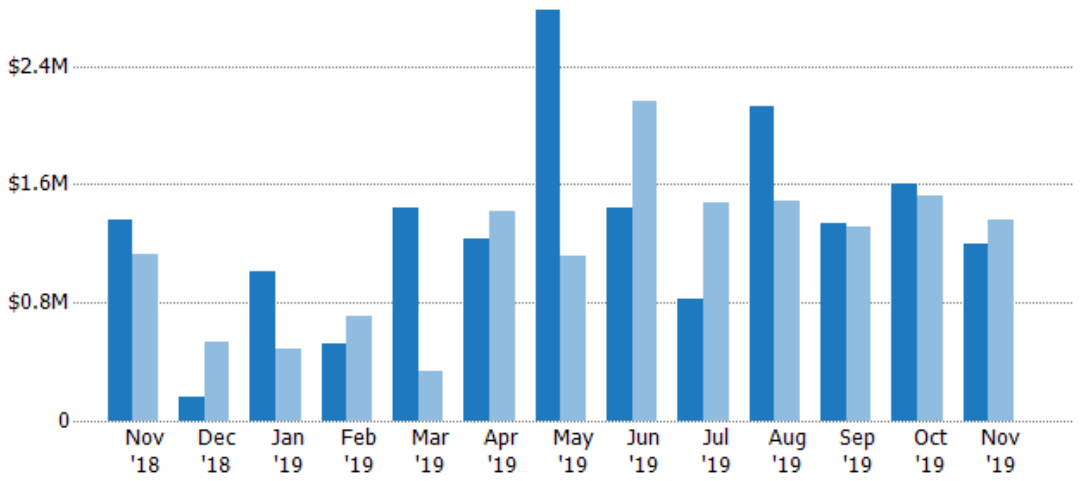
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$1.19M	-11.9%
Nov '18	\$1.36M	19.8%
Nov '17	\$1.13M	-56.3%



Current Year	\$1.36M	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$826K	\$2.13M	\$1.34M	\$1.61M	\$1.19M
Prior Year	\$1.13M	\$538K	\$491K	\$708K	\$332K	\$1.42M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M
Percent Change from Prior Year	20%	-71%	105%	-26%	335%	-13%	150%	-33%	-44%	44%	2%	6%	-12%

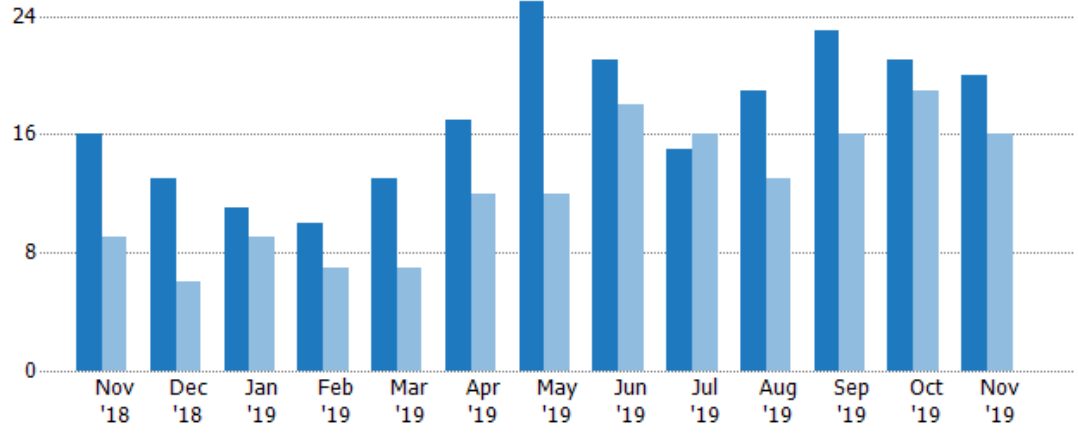


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Count	% Chg.
Nov '19	20	25%
Nov '18	16	77.8%
Nov '17	9	11.1%

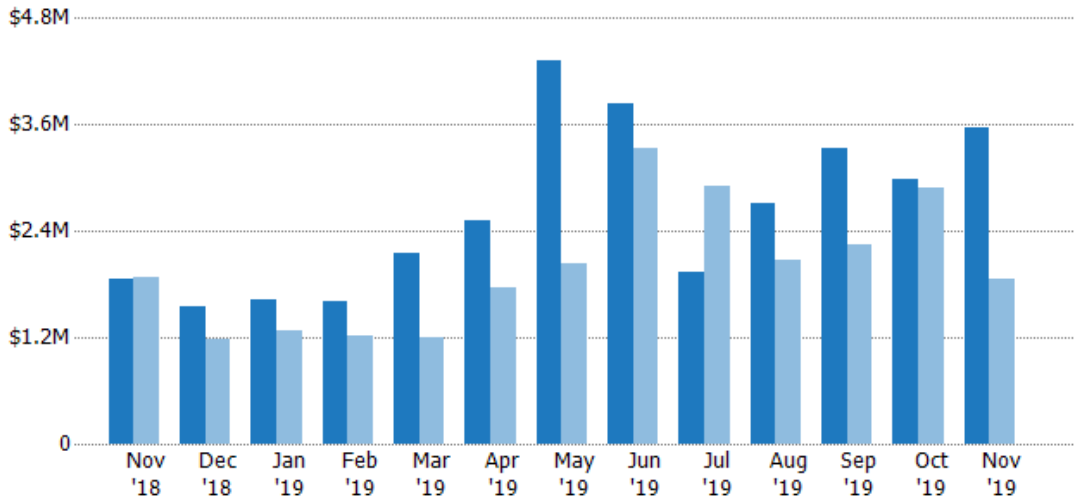
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	16	13	11	10	13	17	25	21	15	19	23	21	20
Prior Year	9	6	9	7	7	12	12	18	16	13	16	19	16
Percent Change from Prior Year	78%	117%	22%	43%	86%	42%	108%	17%	-6%	46%	44%	11%	25%

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Volume	% Chg.
Nov '19	\$3.56M	92%
Nov '18	\$1.86M	-1.5%
Nov '17	\$1.88M	-0.8%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.86M	\$1.54M	\$1.62M	\$1.6M	\$2.15M	\$2.51M	\$4.33M	\$3.84M	\$1.94M	\$2.71M	\$3.34M	\$2.98M	\$3.56M
Prior Year	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.76M	\$2.03M	\$3.34M	\$2.9M	\$2.06M	\$2.25M	\$2.88M	\$1.86M
Percent Change from Prior Year	-2%	31%	27%	31%	81%	42%	114%	15%	-33%	31%	49%	3%	92%

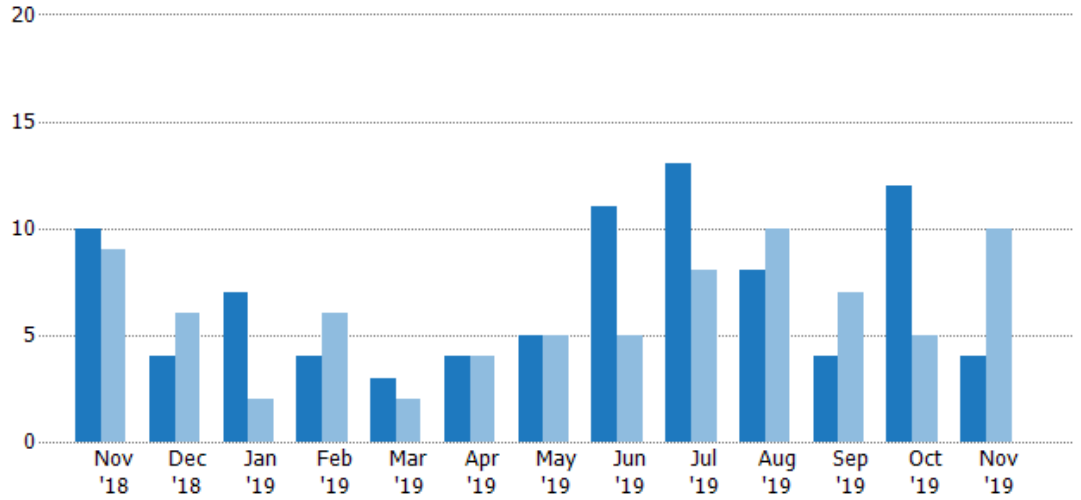
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Count	% Chg.
Nov '19	4	-60%
Nov '18	10	11.1%
Nov '17	9	0%



Current Year	10	4	7	4	3	4	5	11	13	8	4	12	4
Prior Year	9	6	2	6	2	4	5	5	8	10	7	5	10
Percent Change from Prior Year	11%	-33%	250%	-33%	50%	0%	0%	120%	63%	-20%	-43%	140%	-60%

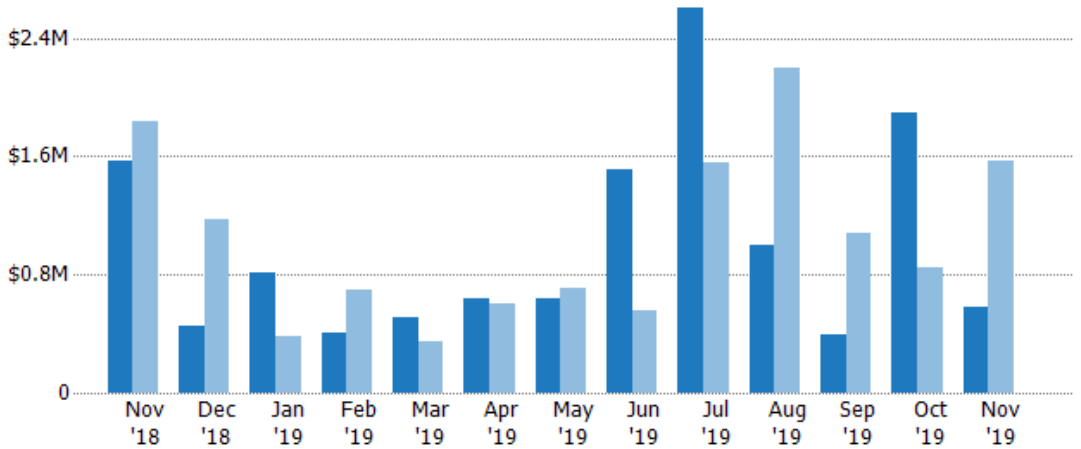
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$576K	-63.4%
Nov '18	\$1.57M	-14.5%
Nov '17	\$1.84M	-35.8%



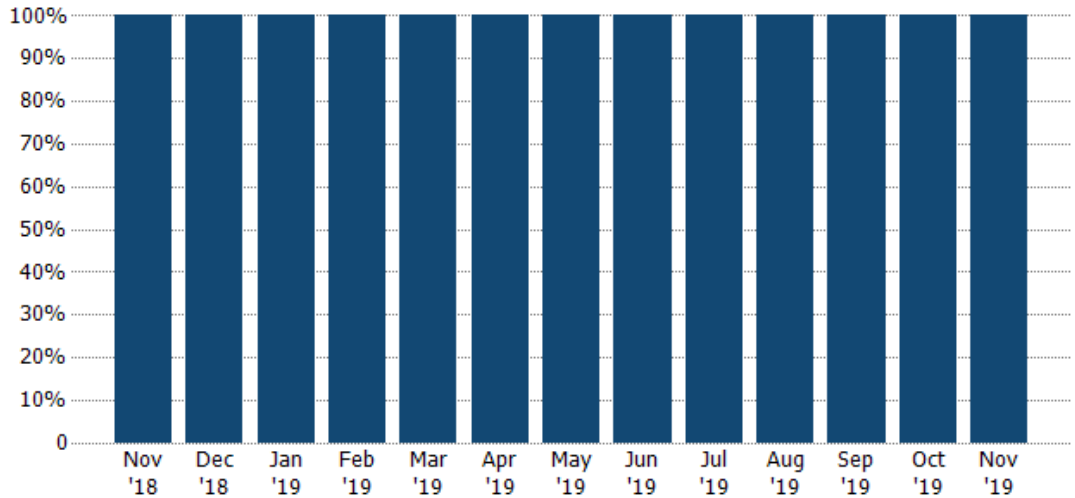
Current Year	\$1.57M	\$452K	\$815K	\$409K	\$514K	\$639K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K
Prior Year	\$1.84M	\$1.17M	\$383K	\$700K	\$343K	\$599K	\$709K	\$553K	\$1.56M	\$2.2M	\$1.08M	\$844K	\$1.57M
Percent Change from Prior Year	-14%	-61%	113%	-42%	50%	7%	-10%	174%	67%	-55%	-63%	124%	-63%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Single Family Residence

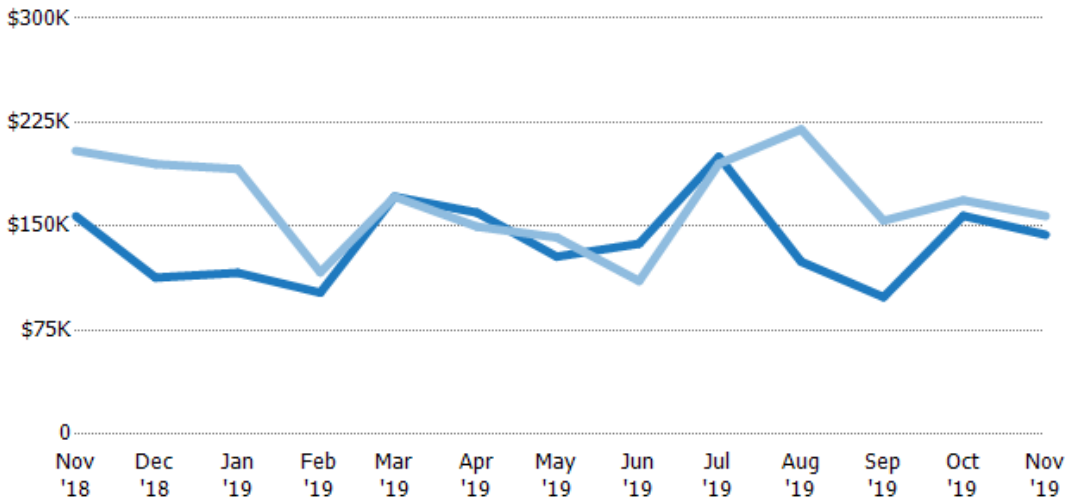
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Current Year

\$157K \$113K \$116K \$102K \$171K \$160K \$128K \$137K \$200K \$124K \$98.9K \$158K \$144K

Prior Year

\$204K \$195K \$191K \$117K \$171K \$150K \$142K \$111K \$195K \$220K \$154K \$169K \$157K

Percent Change from Prior Year

-23% -42% -39% -13% 0% 7% -10% 24% 3% -43% -36% -7% -9%

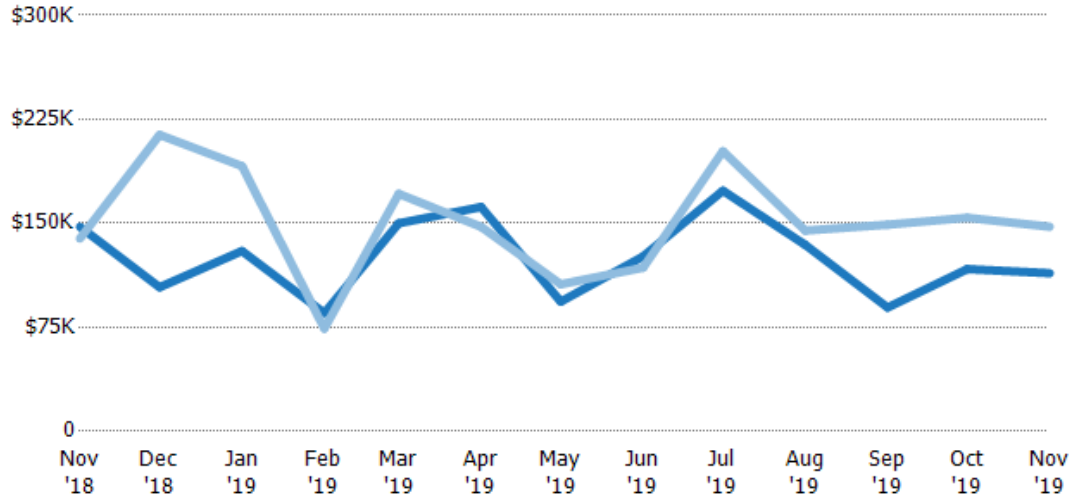
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Nov '19	\$114K	-22.7%
Nov '18	\$148K	6.1%
Nov '17	\$139K	-6.5%



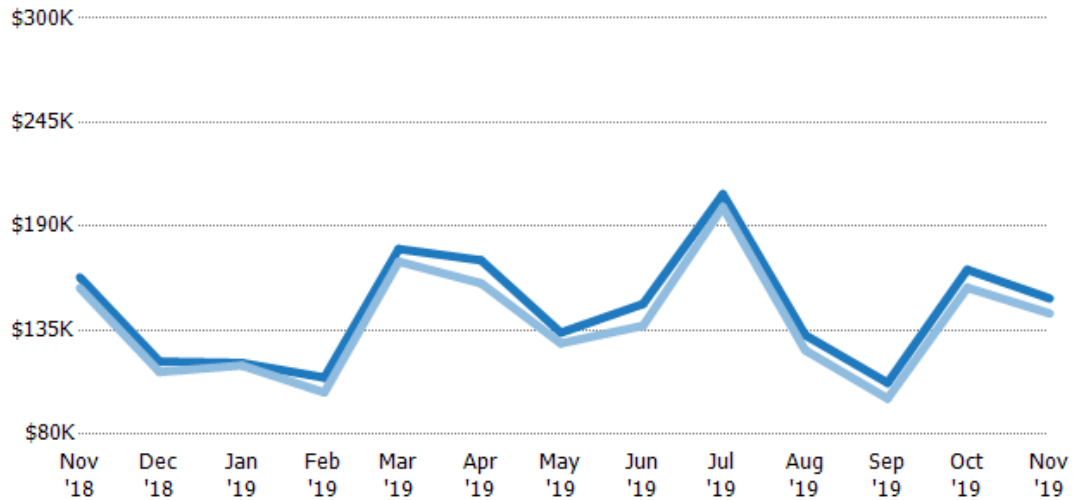
Current Year	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$162K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K
Prior Year	\$139K	\$214K	\$191K	\$74.1K	\$171K	\$147K	\$106K	\$118K	\$202K	\$145K	\$149K	\$154K	\$148K
Percent Change from Prior Year	6%	-51%	-32%	15%	-12%	10%	-12%	7%	-14%	-7%	-40%	-24%	-23%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



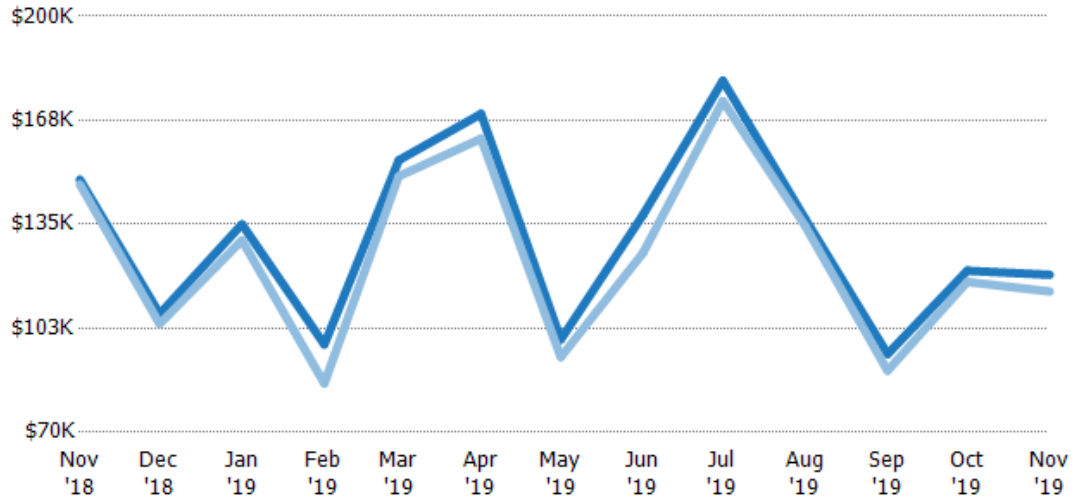
Avg List Price	\$163K	\$118K	\$118K	\$110K	\$178K	\$172K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K
Avg Sales Price	\$157K	\$113K	\$116K	\$102K	\$171K	\$160K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K
Avg Sales Price as a % of Avg List Price	97%	95%	99%	93%	96%	93%	96%	92%	97%	94%	92%	94%	95%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



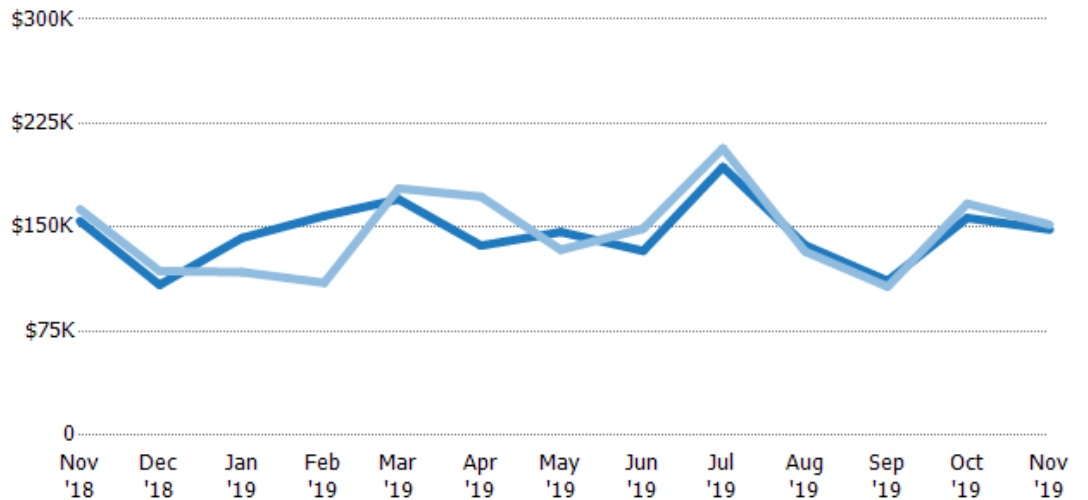
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$170K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K
Median Sales Price	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$162K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K
Med Sales Price as a % of Med List Price	99%	97%	96%	87%	97%	95%	94%	91%	96%	98%	94%	97%	96%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



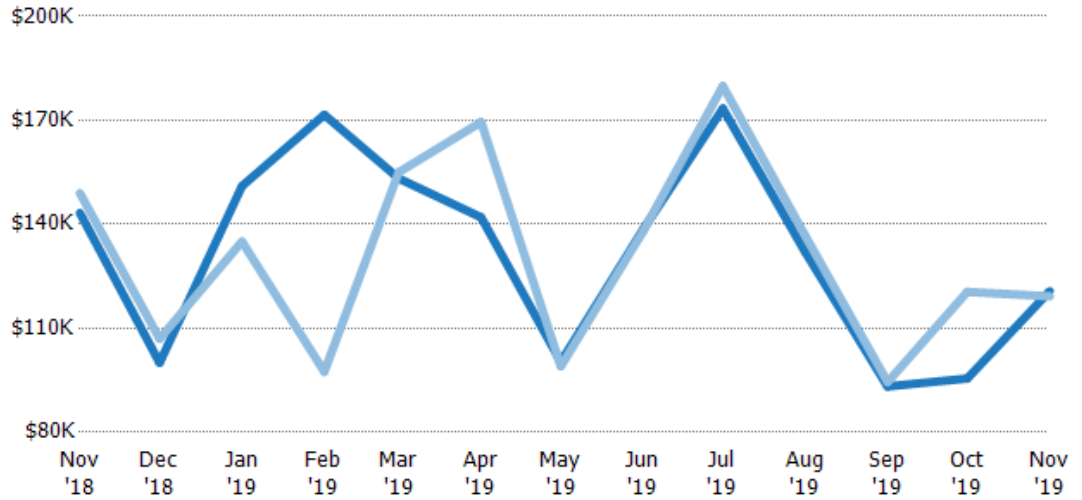
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$154K	\$108K	\$142K	\$158K	\$170K	\$137K	\$147K	\$133K	\$193K	\$137K	\$111K	\$157K	\$148K
Avg Sales Price	\$163K	\$118K	\$118K	\$110K	\$178K	\$172K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K
Avg Sales Price as a % of Avg Est Value	106%	109%	83%	70%	105%	126%	91%	112%	107%	97%	96%	107%	102%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$143K	\$100K	\$151K	\$172K	\$153K	\$142K	\$100K	\$139K	\$173K	\$132K	\$93.2K	\$95.5K	\$121K
Median Sales Price	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$170K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K
Med Sales Price as a % of Med Est Value	104%	107%	89%	57%	101%	119%	99%	100%	104%	104%	101%	126%	99%